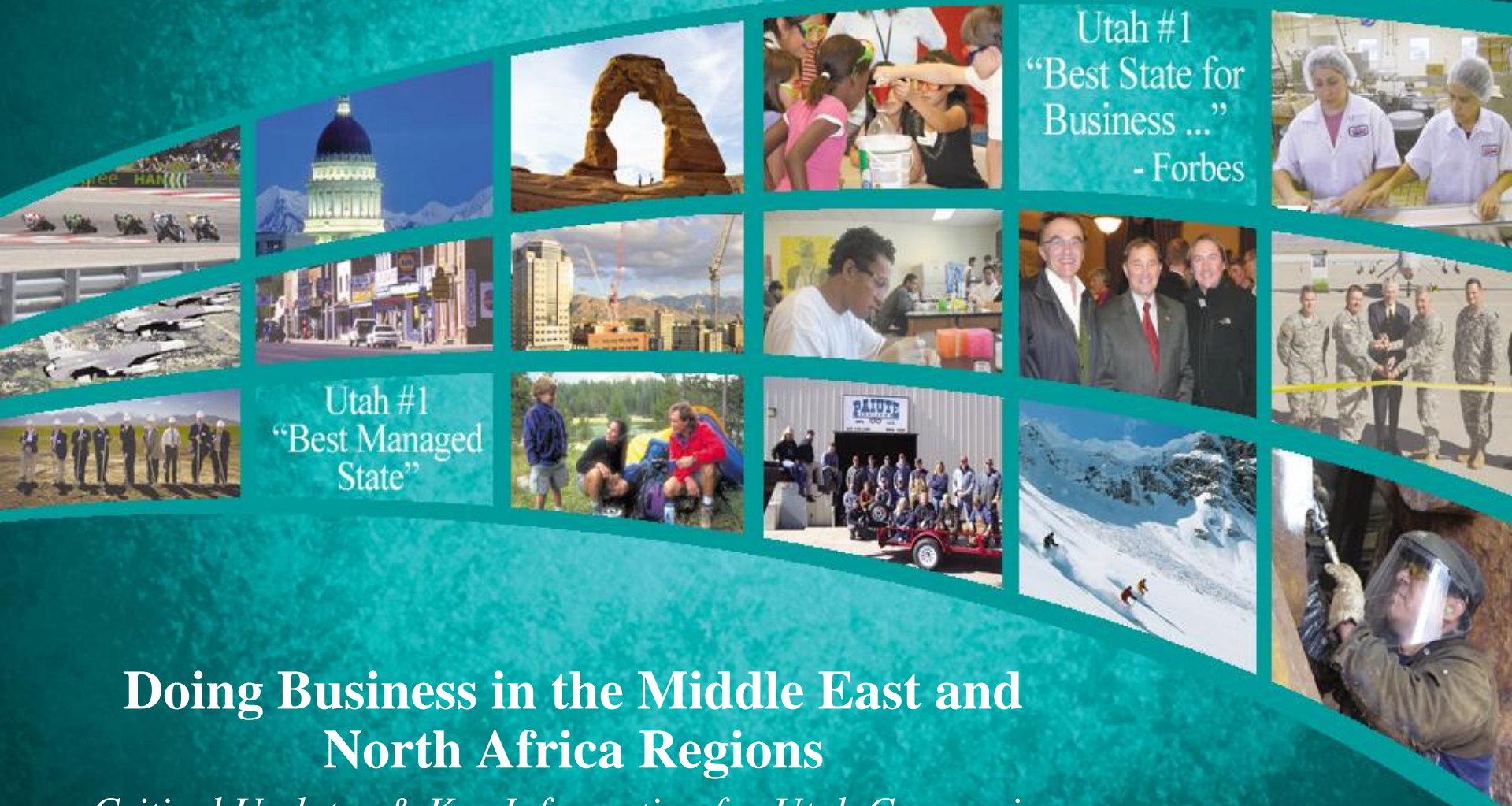




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Doing Business in the Middle East and North Africa Regions

Critical Updates & Key Information for Utah Companies



Presenters

Ambassador Marcelle M. Wahba, Senior Advisor, Pine Bridge Investments and former U.S. Ambassador to the United Arab Emirates (via Skype from Washington, DC)

Al Mustafa, President, Isis Consulting Group (via Skype from Iraq)

Todd Cummings, CEO/Consultant, Impact Solutions Corporation



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Franz Kolb, Director – Middle East
Governor's Office of Economic Development
International Trade and Diplomacy



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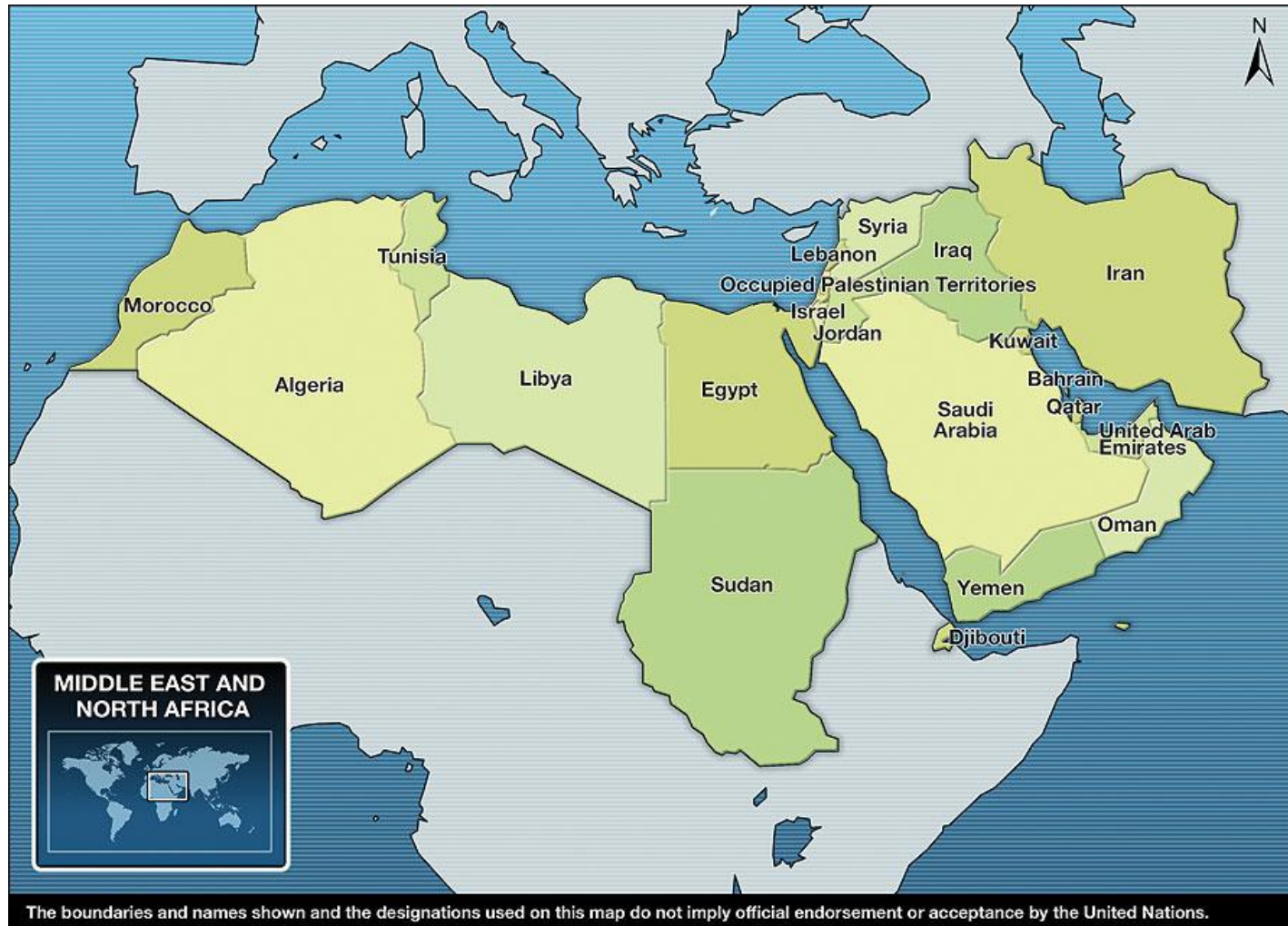
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**Salt Lake
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MENA at a Glance





Utah Exports to MENA

Rank	Description	ANNUAL 2009	ANNUAL 2010	%2009- 2010
	TOTAL ALL COMMODITIES	145,968,897.00	241,527,817.00	65.47
1	Nat Etc Pearls, Prec Etc Stones, Pr Met Etc; Coin	11,632,662.00	122,204,644.00	950.53
2	Industrial Machinery, Including Computers	13,857,308.00	27,051,980.00	95.22
3	Optic, Photo Etc, Medic Or Surgical Instrments Etc	10,583,706.00	24,132,199.00	128.01
4	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	6,778,197.00	7,563,835.00	11.59
5	Miscellaneous Edible Preparations	2,647,164.00	3,300,463.00	24.68
6	Plastics And Articles Thereof	821,956.00	2,419,761.00	194.39
7	Special Classification Provisions, Nesoi	5,962,890.00	2,624,419.00	-55.99
8	Aircraft, Spacecraft, And Parts Thereof	6,398,414.00	26,546,746.00	314.9
9	Toys, Games & Sport Equipment; Parts & Accessories	1,022,918.00	1,328,765.00	29.9
10	Essential Oils Etc; Perfumery, Cosmetic Etc Preps	3,478,551.00	3,709,627.00	6.64
11	Articles Of Iron Or Steel	777,835.00	371,105.00	-52.29
12	Vehicles, Except Railway Or Tramway, And Parts Etc	2,122,320.00	1,037,721.00	-51.1
13	Organic Chemicals	942,926.00	537,268.00	-43.02
14	Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc	38,831,372.00	5,543,392.00	-85.72
15	Furniture; Bedding Etc; Lamps Nesoi Etc; Prefab Bd	503,855.00	1,407,693.00	179.38



Arab Spring 2011

Definition: Revolutionary wave of demonstrations and protests occurring in the Arab World

Factors Leading to Revolt

- High Unemployment Rates
- Economic Stagnation
- New Media

Country	Result
Tunisia	Revolution
Egypt	Revolution
Lybia	Civil War
Bahrain	Civil Uprising
Syria	Civil Uprising
Yemen	Civil Uprising
Algeria	Major Protests
Iraq	Major Protests
Jordan	Major Protests
Morocco	Major Protests
Oman	Major Protests



Business Opportunity Sectors in MENA Region

Industries

- Architecture & Construction & Engineering Services
- Electrical Power Systems
- Renewable Energy
- Telecommunication
- Pollution Control Equipment
- Aircraft & Airport Ground Support & Aeronautics
- Food Processing
- Packaging Equipment
- Air Conditioning & Refrigeration
- Automotive Parts & Equipment



Business Challenges in MENA Region

- Red Tape and Corruption
- Arbitrary licensing decisions
- Complex customs procedures
- Archaic legislation
- Ineffectual judicial systems
- High taxes and fees
- Flexible interpretation of laws
- Weak enforcement of intellectual property rights



Iran Sanctions

- In response to Iran's illicit nuclear activities, support for terrorism, and abuse of human rights, the United States and other countries have imposed sanctions.
- Sanctions directly affect Iran's energy sector and their suppliers of refined petroleum products.

“the risk of doing business with Iran are just too high in light of Iran's continuing efforts in its nuclear program and its support of terrorism”

-U.S. Deputy Secretary Steinberg



Update on Lybia

“The events in Libya this week have heartened the world. The situation remains fluid, but it is clear that the Qadhafi era is coming to an end, opening the way for a new era in Libya—one of liberty, justice, and peace.”

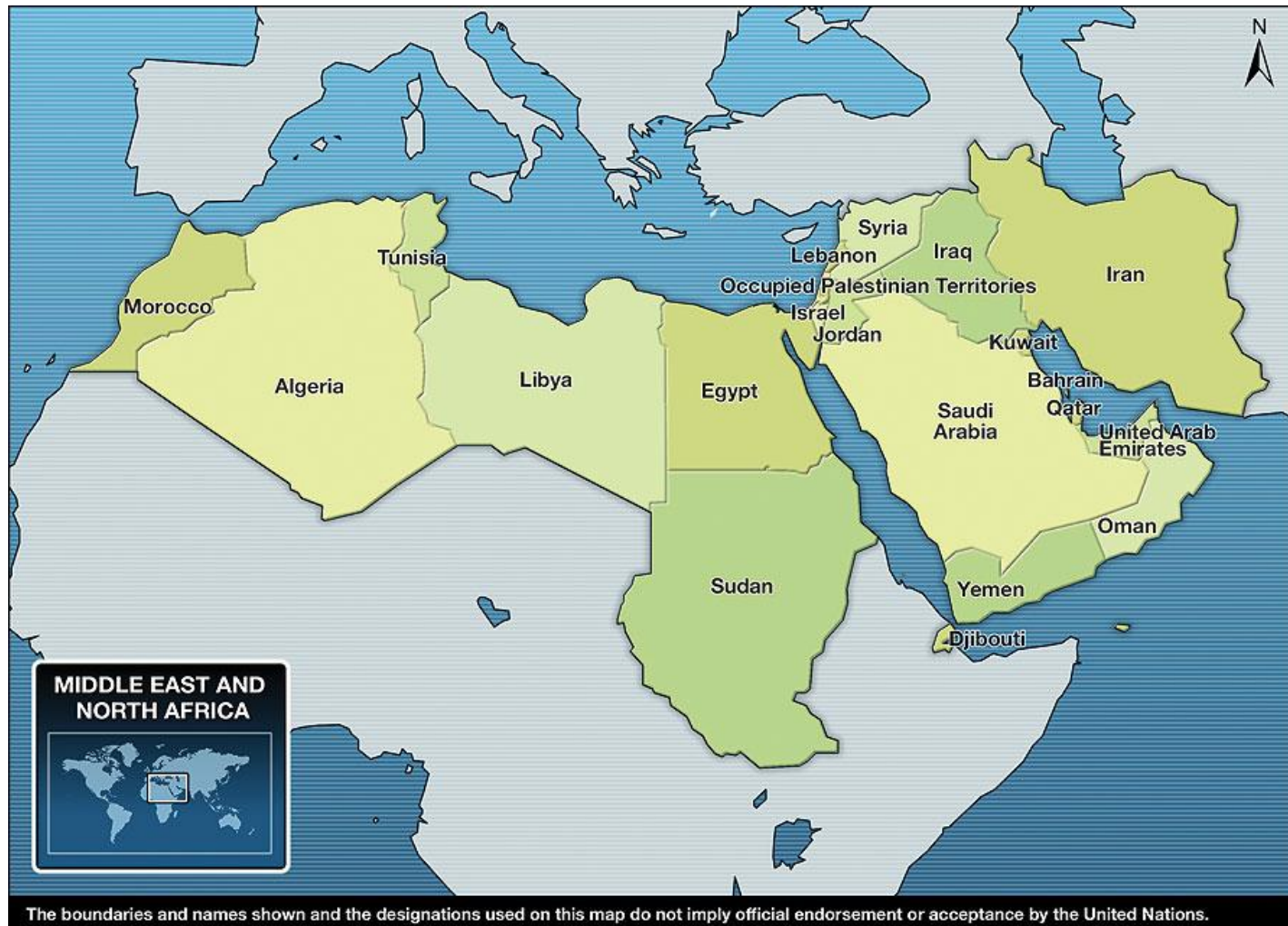
-Hillary Clinton, Secretary of State, 8/25/11

The U.S. secured the release of \$1.5 billion in Libyan assets that had been frozen in the United States. The money will go toward meeting the needs of the people of Libya in rebuilding their nation.

Source: <http://translations.state.gov/st/english/texttrans/2011/08/20110825194005su0.7958949.html>



MENA at a Glance





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Thank You